



**LEADERSHIP IN THE NETWORKED ECONOMY**

ZURICH MANAGEMENT GROUP [**Z M G**] LIES AT THE CENTRE OF A NETWORK OF INNOVATIVE, PRAGMATIC AND EXPERIENCED BUSINESS PROFESSIONALS WORKING TOGETHER TO DELIVER REAL AND LASTING PERFORMANCE IMPROVEMENTS FOR THEIR CLIENTS

ZMG HAS AFFILIATE COMPANIES IN BAARN [NL], LONDON [UK], ZURICH [CH] AND BEIJING [PRC]

ZMG IS AN INDEPENDENT CONSULTING COMPANY WITH A FOCUS ON EFFICIENT AND EFFECTIVE USE OF INFORMATION AND COMMUNICATION TECHNOLOGY [ICT].

IT IS HOW LEADING EDGE ICT CAN BE USED TO IMPROVE THE BUSINESS, WHICH IS AT THE CORE OF OUR INTERESTS.

WE ENGINEER SUCCESS VIA FOCUSED, DECISIVE AND COMMITTED CONSULTING WORK AND PROVIDE TO OUR CLIENTS DIFFERENTIABLE AND SUSTAINABLE PROPOSITIONS AND GENUINE GROWTH PROSPECTS.

COMMITTED TO CHANGE **STRATEGY** INTO  
**REALITY** - DUE TO UNIQUE COMBINATION OF  
EXCELLENCE, EXPERTISE AND EXPERIENCE IN  
PROCUREMENT, MARKETING AND SALES AND  
INFORMATION AND COMMUNICATION  
TECHNOLOGY

### **ZMG'S KEY ASSET IS THE STAFF WE CAN MOBILISE**

THE CORE TEAM WITH BOTH ENGINEERING [PHD, MSc] AND BUSINESS [MBA] BACKGROUND IS SUPPORTED BY OVER 200 PROFESSIONALS DUE TO STRATEGIC PARTNERSHIPS WITH SELECTED INDEPENDENT COMPANIES AS WELL AS LEADING UNIVERSITIES.

OUR STAFF ARE ACCURATELY SELECTED PROFESSIONALS WITH PROVEN RECORD OF SUCCESS AND WITH AT LEAST FIVE YEARS OF INDUSTRY EXPERIENCE.

IT IS OUR SKILL, DILIGENCE AND CARE WHICH DIFFERENTIATE US.



**M A K I N G   G R E A T   I D E A S   H A P P E N   I N   A  
F A S T   M O V I N G   E N V I R O N M E N T   I S   A   T A S K  
W E   A R E   S H A R P L Y   F O C U S I N G   O N .**

### **BUSINESS AS USUAL?**

MANY COMPANIES ARE FEELING THE INEVITABLE IMPACT OF STRUGGLING TO SECURE A STRONG POSITION. THE EVIDENCE OF COMMERCIAL TURBULENCE TRIGGERED BY NEW ICT [INTERNET AND ITS PROGENY] SEEMS EVERYWHERE.

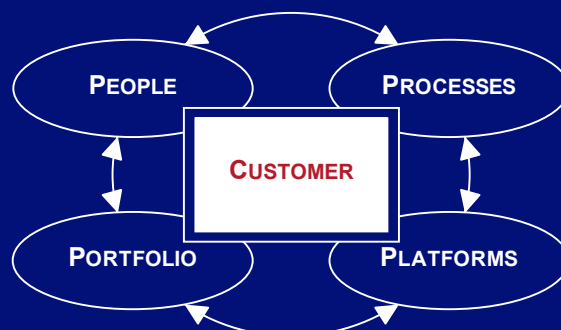
THE CHALLENGE IS TO CONFRONT TRADITIONAL AND FAMILIAR BUSINESS PRACTICES WITH THE NEW REALITIES OF THE NETWORKED WORLD.

MOVING ORGANISATIONS FROM THE COMFORT OF THE PAST TO BECOME THE HIGH PERFORMANCE, INFORMATION AND COMMUNICATION ENABLED ORGANISATION ESSENTIAL FOR THE NEW BUSINESS PARADIGMS IS A MAJOR, SEEMINGLY INSURMOUNTABLE CHALLENGE.

ICT IS ABOUT **ORGANISING** - ENSURING  
SUCCESS WITH CUSTOMERS BY ...

...DETERMINING AND ORGANISING THE ESSENTIAL LINKED CHANGES IN:

- i. **PEOPLE** – ENSURING THE UNDERSTANDING OF, AND COMMITMENT TO THE NEED FOR CHANGE.
- ii. **PROCESSES** – ENSURING THAT PROCESSES ARE CUSTOMER-DRIVEN.
- iii. **PLATFORMS** – DELIVERING INFORMATION PLATFORMS TO SUPPORT THE PEOPLE.
- iv. **PORTFOLIO** – MATCHING PRODUCTS AND SERVICES TO CUSTOMERS CURRENT AND FUTURE.



## S E R V I C E P O R T F O L I O

**WE ONLY ENGAGE WHERE WE REALLY CAN CONTRIBUTE AND FOR CUSTOMERS FOR WHICH OUR WORK CAN HAVE IMPACT.**

**WE PROVIDE SUPPORT IN:**

-  IMPROVING THE PERFORMANCE OF PROCUREMENT UNITS AND PROCESSES AS WELL AS MARKETING AND SALES FUNCTIONS.**
-  DEFINING AND IMPLEMENTING ICT PLATFORMS AT THE LEADING EDGE OF TECHNOLOGY.**

## O U R C U S T O M E R S

INITIALLY ZMG PROFESSIONALS HAVE WORKED WITH TELECOMMUNICATIONS NETWORK AND SERVICE PROVIDERS [THE PTOs] AS THEY SOUGHT TO MEET THE CHALLENGE OF NEW COMPETITION AS THEIR PREVIOUSLY MONOPOLY MARKETS WERE ATTACKED BY NEW COMPETITION.

THIS FOCUS HAS BEEN EXTENDED ALONG THE SUPPLY CHAIN TOWARDS THE LARGE CUSTOMERS OF THESE ORGANISATIONS [FINANCIAL, LOGISTIC AND OTHER INDUSTRIES] SEEKING TO DERIVE PERFORMANCE IMPROVEMENTS AND STRONG MARKET POSITIONS THROUGH SMART APPLICATIONS OF DIGITAL BUSINESS TECHNOLOGIES AND THE CONCOMITANT DEVELOPMENT OF INTERNAL ORGANICS AND CAPABILITIES.

INDUSTRIES	GOVERNMENT	VENTURES
PTOs/Carriers/ISPs ICT Vendors Finance Logistics	Regulatory Authorities Privatisation Authorities Central Banks	Private Investors Corporate Investors Start-ups

W E      S U P P O R T      O U R      C U S T O M E R S      T O  
I M P R O V E                      T H E I R                      P R O F I T !

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